

Clark County Market Report

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Mike Lamb

Broker at Windermere Stellar, Vancouver, WA

Mike@MikeLamb.info

360-921-1397

June was a good month for the Clark County real estate market, but not as good as it has been in recent years. And what was especially interesting was that new sales, closing and listing activity were all stronger than is typical for June, which is when the summer slow down usually starts. You could see that in the 890 *New Pending Residential Sales* submitted to RMLS, up 0.7% from May, but down 2.4% from June 2017, and down 4.9% from June 2016, which was the best June since 2005. *New Pending Residential Sales* were also down just 0.5% from June 2015, but were much better than in any other June since 2005. Additionally, despite the good news sales activity, the backlog of residential sales waiting to close shrank 2.5% from May to a still very good 1,580 pendings. At the rate sales closed in June, that represents 2 months of closings, which was unchanged from May. That backlog ensures continued healthy closings through the end of summer.

Surprisingly, despite the large backlog of pending sales carried into June, closing activity slowed. You could see that in the 796 *New Closed Residential Sales* reported to RMLS, down 0.6% from May, and down 8.4% from June 2017, which was the best since 2005. Closings were also down 1.9% from June 2016, and down 6.4% from June 2015, but were still better than in any other June since 2005. As a result, by the end of the month there had been 4,574 *Solds Year To Date* reported to RMLS, which was the best since 2005's record. It was also up 4.6% from a very good June 2017, up 2.4% from June 2016, and much better than in any other June since 2005.

Listing activity in June, for the second month in a row, was the best for the month this decade. You could see that in the 1,232 new residential listings submitted, down 3.9% from May, but up 8.1% from June 2017, and up 7.7% from June 2016. As a result, at the end of June there were 2,304 *Active Listings* available, up 10.6% from May, up 15.4% from June 2017, and up 9.0% from June 2016, but still down 13.6% from June 2015. In fact, after June 2017 and June 2016, this the smallest number of listings available in June since 2005. Interestingly, the number of new listings for each pending residential sale dropped from 1.8 in May to 1.4 in June. In contrast though, there were 1.7 months of standing residential inventory available, up from 1.5 in May.

With the continued strong sales activity and still limited inventory, average prices continued to push higher in June. For example, *Average Sale Price-All MLS* was \$385,261, up 10.6% from June 2017 and up 23.0% from June 2016. Similarly *Median Sale Price-Residential* was \$361,700, up 9.3% from June 2017, up 36.2% from the previous high in June 2007, and up 101.0% from June 2011, which was the low during the downturn. And the average residential sale price was \$395,500, up 9.6% from June 2017, and up 20.3% from June 2016. So despite the growing inventory and modestly higher interest rates, the rate of increase in prices remains relatively unchanged.

	JUNE 2018	Change from June 2017
Active Listings	2,304	15.4%
Solds Year To Date	4,574	1.6%
New Closed Residential Sales	796	-8.4%
New Pending Residential Sales	890	-2.4%
Average Days on Market-Res. Solds	38	-5.0%
Average Sale Price-All MLS	\$385,261	10.6%
Median Sale Price-Residential	\$361,700	9.3%

June gave us some interesting contrasts, which reflect a market taking a breath after a very busy Spring. One example of that was the fact that both new sales and closing activity held up better than is normal during June, even though they fell short of the performance in recent Junes. It was also interesting that even though June was the sixth month in a row in which listing activity increased, and caused inventory to grow, the number of new listings for each new pending residential sale fell. That tells us we still need a lot more good listings. Still, it is very good news that inventory is continuing to grow, even though it still has a long way to go to provide an adequate supply for current demand.